

# Washington Technology

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## 2010 Fast 50

Explosive growth during a tough economy is the hallmark of these government contractors

### First Try Is the Charm for Ellumen

**E**llumen Inc., which specializes in electronic health records integration and digital medical imaging, successfully made its first attempt to climb into the Fast 50 this year.

The company, based in Arlington, Va., came in at No. 50 with federal sales of \$5.53 million in 2009 for a compound annual growth rate of 63.7 percent over five years.

Ellumen's strong growth was fueled "by a little bit of luck, a little bit of foreplanning" and also keeping a tight focus on its core business areas of health care IT and health care data exchange, said William McCollough, principal, chief scientist and one of the company's founders.

"We were able to land some long-term contracts and [other] smaller contracts along the way that allowed us to keep to our growth rate," he said.

Those contracts included two five-year contracts from the Veterans Affairs Department with a combined value of about \$27 million. The company also has won some smaller awards from the Defense Department's Military Health System.

As a result, McCollough said he expects Ellumen to maintain a 60 percent aggregate growth rate in 2010.

Founded in 2004, Ellumen was previously known as CPS Healthcare.

Its first contracts came from the Air Force



for imaging systems development and integration. They led to image data-sharing projects for DOD and VA in 2006.

"We are now starting the process of diversifying into other health care IT arenas," McCollough said, citing potential work with the Health and Human Services Department and various state agencies.

Ellumen has about 35 employees, but its continued growth will require more technologists and engineers, he said.

— David Hubler



Rank	2010	2009	Company	Headquarters	Government revenue				CAGR*	
					2005	2006	2007	2008		2009
1			FedStore Corp.	Rockville, Md.	\$109,603	\$245,742	\$5,522,845	\$28,052,024	\$91,141,568	352.15%
2			Sava Workforce Solutions LLC	Hemlock, Va.	\$355,684	\$170,266	\$177,152	\$1,768,979	\$31,462,826	206.68%
3	15		HCI   integrated solutions	Fairfax, Va.	\$231,567	\$2,109,283	\$5,523,529	\$14,140,143	\$20,440,704	206.52%
4	5		MicroTech LLC	Washington, D.C.	\$2,676,322	\$8,105,723	\$17,987,451	\$58,014,671	\$226,671,793	203.36%
5			EDC Consulting LLC	Vienna, Va.	\$137,173	\$758,577	\$3,385,402	\$7,070,144	\$9,865,000	131.21%
6			Suntiva LLC	Falls Church, Va.	\$134,847	\$284,868	\$3,178,462	\$5,639,877	\$9,281,452	188.03%
7			Varen Technologies Inc.	Columbia, Md.	\$189,932	\$2,152,266	\$6,154,715	\$6,610,833	\$10,945,872	175.37%
8			Mission Essential Personnel LLC	Columbus, Ohio	\$6,730,020	\$20,500,000	\$43,120,000	\$184,600,000	\$375,420,000	173.59%
9	31		Centuria Corp.	Dulles, Va.	\$345,035	\$578,318	\$9,031,485	\$21,006,874	\$18,133,564	169.08%
10			Interim Solutions for Government LLC	Oklahoma City	\$284,939	\$563,383	\$2,212,737	\$6,425,968	\$13,462,414	162.17%
11	1		HMS Technologies Inc.	Martinsburg, W.Va.	\$791,125	\$7,722,000	\$12,434,591	\$22,538,420	\$31,203,939	150.61%
12			Infinity Technology LLC	McLean, Va.	\$562,002	\$2,700,000	\$5,420,000	\$11,931,518	\$15,846,299	132.75%
13	21		DRT Strategies Inc.	Arlington, Va.	\$214,379	\$1,337,892	\$1,614,802	\$2,366,988	\$6,227,573	132.16%
14			Med Trends Inc.	Rockville, Md.	\$303,625	\$3,393,508	\$1,645,825	\$2,435,983	\$8,303,205	128.68%
15			RCM Solutions Inc.	Bowie, Md.	\$216,002	\$935,000	\$2,638,020	\$4,874,000	\$5,822,000	127.95%
16			OG Systems Inc.	Sterling, Va.	\$250,000	\$750,000	\$2,120,000	\$4,200,000	\$6,300,000	124.05%
17			E-3 Federal Solutions LLC	Arlington, Va.	\$116,908	\$618,810	\$768,805	\$1,187,083	\$2,921,803	123.56%
18			Technatomy Corp.	Fairfax, Va.	\$436,984	\$2,825,527	\$4,645,021	\$6,952,077	\$3,872,054	119.01%
19	7		1 Source Consulting Inc.	Washington, D.C.	\$9,474,111	\$58,029,186	\$132,754,376	\$196,380,865	\$262,125,072	114.89%
20			Millennium Corp.	Arlington, Va.	\$368,954	\$1,189,104	\$3,144,438	\$6,405,079	\$7,687,516	113.65%
21	11		Ambit Group, LLC	Boston, Va.	\$870,456	\$3,660,451	\$5,262,143	\$11,739,831	\$17,590,592	112.02%
22			Array Information Technology Inc.	Greenbelt, Md.	\$2,193,508	\$3,083,034	\$13,333,072	\$24,525,555	\$41,680,971	108.64%
23			Agency Consulting Group Inc.	Columbia, Md.	\$514,248	\$1,956,892	\$4,305,782	\$6,991,129	\$9,550,432	107.53%
24			KIHOMAC Inc.	Fairfax, Va.	\$587,497	\$2,473,651	\$4,377,873	\$7,595,183	\$10,877,519	106.56%
25			RLM Communications Inc.	Spring Lake, N.C.	\$1,073,588	\$1,597,761	\$5,324,261	\$11,783,963	\$19,405,243	126.19%
26			VetsAmerica Business Consulting Inc.	McLean, Va.	\$167,998	\$84,405	\$238,830	\$1,297,671	\$3,030,528	126.05%
27			Acuity Inc.	Washington, D.C.	\$1,075,096	\$1,752,817	\$3,717,303	\$11,227,916	\$18,830,411	104.58%
28			Systems Made Simple Inc.	Syracuse, N.Y.	\$1,942,353	\$5,793,920	\$3,875,893	\$17,121,462	\$23,805,820	104.25%
29	4		Carahsoft Technology Corp.	Boston, Va.	\$36,419,520	\$91,127,680	\$228,921,518	\$347,511,414	\$585,680,518	100.25%
30			Decision Lens Inc.	Arlington, Va.	\$383,602	\$1,050,819	\$1,957,736	\$3,157,178	\$5,236,256	91.59%
31			P3 Partners LLC	Arlington, Va.	\$900,000	\$900,000	\$1,500,000	\$2,900,000	\$5,300,000	90.79%
32			Arc Aspido LLC	Arlington, Va.	\$391,752	\$660,180	\$1,078,755	\$1,723,422	\$4,892,415	87.99%
33			InTec LLC	Fairfax, Va.	\$476,327	\$1,150,253	\$1,441,894	\$3,317,436	\$4,942,991	86.51%
34			Veris Group LLC	Vienna, Va.	\$224,020	\$771,235	\$1,040,266	\$2,024,680	\$3,500,639	81.30%
35			Pluribus International Corp.	Alexandria, Va.	\$88E,833	\$1,468,157	\$2,116,307	\$1,811,281	\$9,208,111	79.51%
36			Kingfisher Systems Inc.	Alexandria, Va.	\$685,272	\$4,207,142	\$5,127,412	\$6,315,305	\$7,072,677	79.27%
37			Herren Associates Inc.	Alexandria, Va.	\$1,205,000	\$2,173,000	\$4,240,000	\$4,807,000	\$12,250,000	78.58%
38			DP Technology Services Inc.	Manassas, Va.	\$1,805,372	\$1,854,283	\$4,704,333	\$12,352,439	\$18,913,790	77.48%
39			C2 Solution Group Inc.	McLean, Va.	\$218,161	\$606,002	\$1,560,912	\$2,144,308	\$2,091,731	75.97%
40			GCS Inc.	McLean, Va.	\$2,107,602	\$5,316,000	\$8,252,000	\$14,300,000	\$19,987,000	75.50%
41	26		Logistics Systems Inc.	Washington, D.C.	\$1,135,264	\$1,874,120	\$3,544,218	\$6,098,631	\$10,765,846	75.49%
42			Knowledge Link Inc.	McLean, Va.	\$524,172	\$2,619,823	\$4,193,569	\$5,497,723	\$5,780,346	74.45%
43	24		TeraThink Corp.	Boston, Va.	\$706,619	\$1,235,780	\$3,518,035	\$6,925,100	\$5,657,997	68.34%
44	23		Guident Technologies Inc.	Hendee, Va.	\$4,987,657	\$7,355,911	\$13,228,714	\$30,738,922	\$39,271,415	68.04%
45			MetroStar Systems Inc.	Boston, Va.	\$1,324,984	\$3,112,105	\$3,402,337	\$7,525,448	\$13,533,448	67.92%
46			BayFirst Solutions LLC	Washington, D.C.	\$1,199,647	\$2,219,044	\$3,452,946	\$4,324,829	\$9,173,281	66.29%
47			EmeSec Inc.	Boston, Va.	\$622,648	\$2,836,712	\$3,047,099	\$4,273,865	\$4,683,872	65.60%
48	3		Koniag Services Inc.	Chantilly, Va.	\$2,450,700	\$628,104	\$2,720,020	\$7,500,000	\$12,920,000	65.26%
49			Turner Consulting Group	Washington, D.C.	\$1,217,473	\$2,152,332	\$4,441,865	\$5,478,472	\$7,515,905	64.97%
50			Ellumen Inc.	Arlington, Va.	\$771,508	\$969,446	\$1,511,950	\$4,407,290	\$5,539,756	63.70%

\* CAGR: Compound annual growth rate